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# What is SeaPort/SeaPort-e?

- ✍ Initiative to improve acquisition of services
  - ✍ *SeaPort- Program Management, Engineering, Logistics and Financial Management*
  - ✍ *SeaPort-e –broadly encompasses most services in 22 functional areas*
- ✍ Three components to the Initiatives
  - ✍ *Multiple Award IDIQ contracts*
    - ✍ 21 SeaPort, 654 SeaPort-e
    - ✍ Task Orders awarded under FAR Part 16, Fair Opportunity to be Considered
    - ✍ No protest authorized unless task order exceeds the size, scope or period of performance of the contract
  - ✍ *Web-based procurement portal*
  - ✍ *Informational publicly available website ([www.seaport.navy.mil](http://www.seaport.navy.mil))*



# Task Order Process

- ✍ TO award process set forth in contracts
  - ✍ *Choice of technically acceptable, low-cost or best value*
  - ✍ *Must consider price/cost and past performance at minimum for best value*
  - ✍ *Requiring codes provide predominate input to award decision*
- ✍ Completely electronic from requirements generation, through PR, solicitation, award, and administration
- ✍ Procurement portal is web-based and requires only an internet browser for either industry or government access
  - ✍ *Secure system*
  - ✍ *Role-based access controls*
  - ✍ *Supports use of alternate work sites/accommodates travel schedules*



# SeaPort History

## ✍ SeaPort (Original) APR 2001

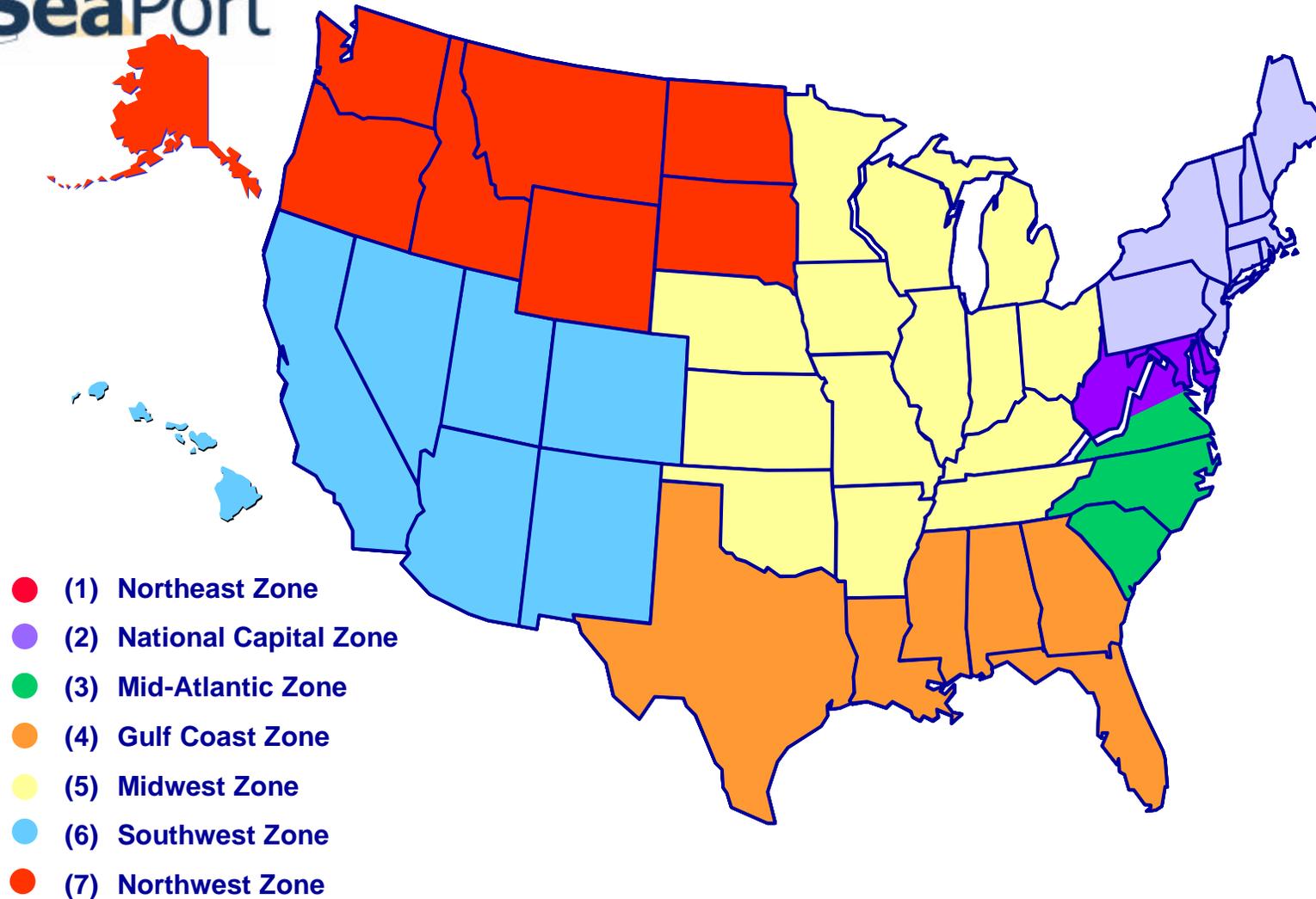
- ✍ *NAVSEA Headquarters Focus*
- ✍ *No Small Business Set-aside opportunity*
- ✍ *Cross-pollination of improved NAVSEA HQ practices and approaches*

## ✍ SeaPort-e APR 2004

- ✍ *NAVSEA Command-wide Focus*
  - ✍ 151 Prime MACs awarded within 7 geographic zones 05 April 2004
- ✍ *Small Business Set-aside Opportunity*
- ✍ *Cross-pollination of improved NAVSEA-wide best practices and approaches*
  - ✍ Governance Group developed and continues to build upon a concept of operations for task order placement (minimum response times, advance planning information, etc.)
- ✍ *Centralized vehicles- decentralized ordering*
- ✍ *Geographic zones for competition introduced*



# SeaPort-e Zones





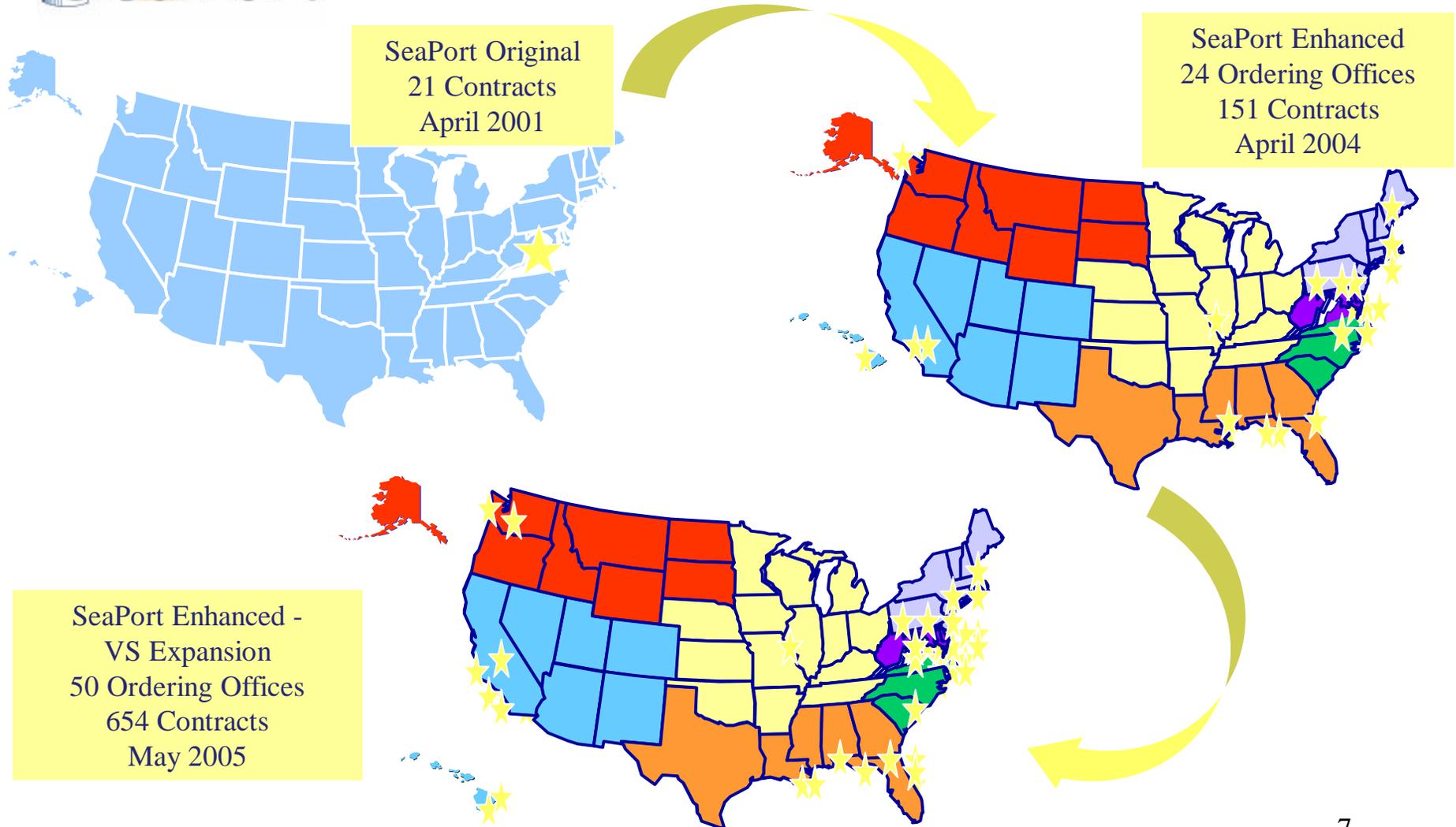
# Solicitations

Task Orders solicited in the zone corresponding to the principal place of performance for the services acquired.

- ✍ Determination as to which zone should be solicited for a requirement is not governed by the location of the contracting activity, but instead the principal place of performance.*
- ✍ For task order requirements OCONUS, the zone solicited will be the zone in which the activity resides (ordering office) who has the task order requirement*
- ✍ Section M of the solicitation clearly identifies the zone solicited.*
- ✍ All contractors in the applicable zone are automatically notified and provided access to the solicitation*



# Evolution of SeaPort





# Expansion to other Navy Ordering Offices

## ✍ SeaPort-e+ MAY 2005

✍ *Navy Virtual SYSCOM Focus – NAVAIR, NAVFAC, NAVSUP, SPAWAR*

✍ “Mandatory Acquisition Vehicle of Choice” provides for logical transition from existing vehicles and ability to use other contractual vehicles if it makes good business sense to do so

✍ *Small Business, 8A, HUB-Zone, and SDVOSB Set-aside Opportunities*

✍ *Cross-pollination of improved Navy-wide practices and approaches*

✍ Expansion of the Governance Group to additional ordering offices

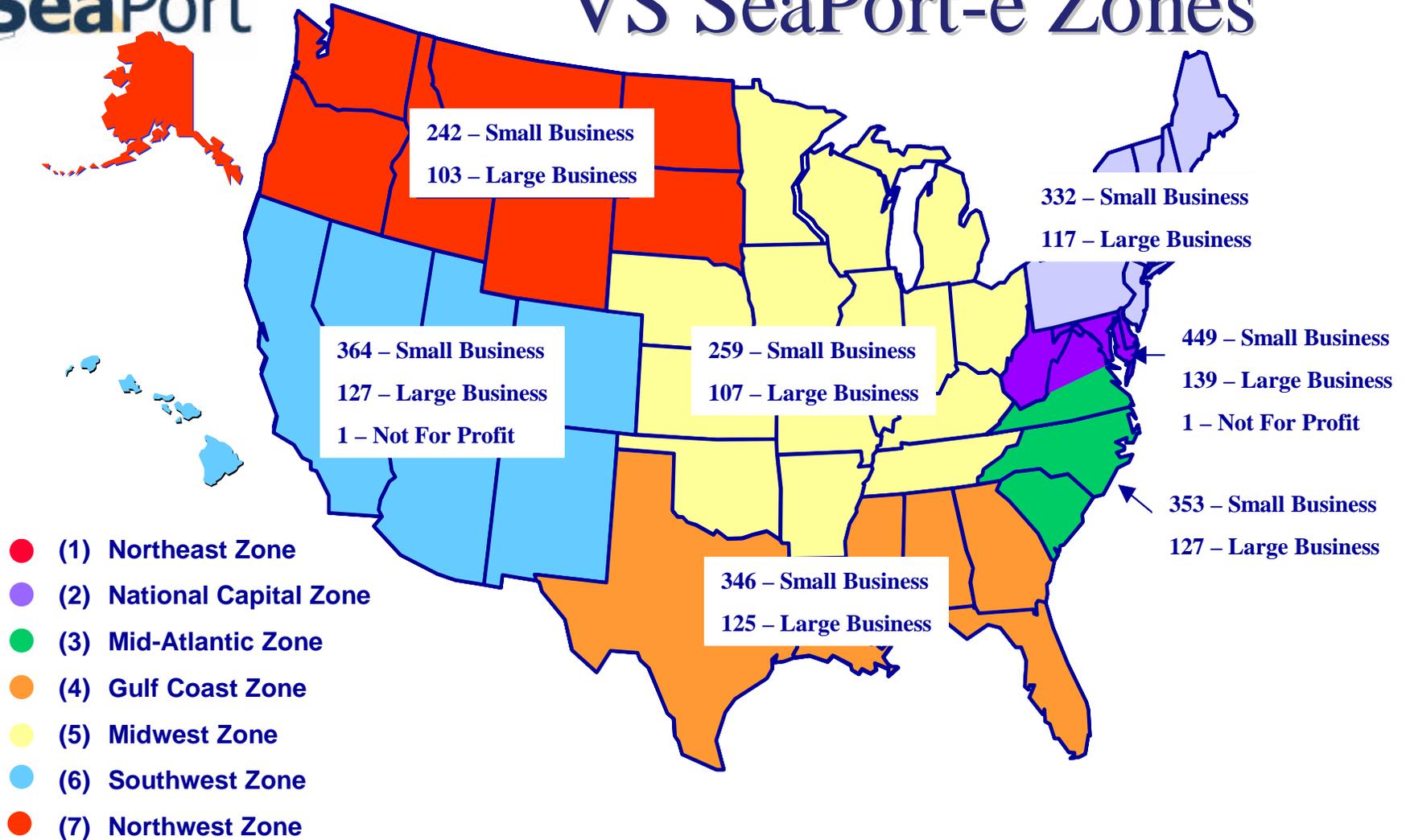
## ✍ SeaPort feeds data to

✍ *NAFI (contract distribution)*

✍ *PMRS (individual contract action report)*



# VS SeaPort-e Zones





# Program Benefits

- ✍ Streamlined acquisition process
  - ✍ *Synopsis not required*
  - ✍ *Formal source selection plan not required*
  - ✍ *Library of solicitation samples available within portal*
  - ✍ *Relevant past performance information available within portal*
  - ✍ *Increased visibility into upcoming requirements and easy/immediate electronic access to solicitations for industry (primes and subcontractors)*
  - ✍ *Seaport procurement system supports on-line evaluations via internet*
  - ✍ *Individual Congressional notifications not required*
  - ✍ *Limited protest liability under FAR part 16*
  - ✍ *Streamlined approach for providing feedback to unsuccessful offerors*
  - ✍ *Acquisition cycle time reduced from 8-12 months to 60 working days*
- ✍ Service quality
  - ✍ *Competition discourages complacency*
  - ✍ *Leveraged buying power magnifies importance of quality past performance history*
  - ✍ *High quality performance marks on awarded task orders*



# Strategic Acquisition of Services

- ✍ Common acquisition processes and policy across the Navy
- ✍ Leveraged buying power
- ✍ Rolling admissions provisions provide opportunity for renewal
- ✍ Centralized program administration, decentralized execution
- ✍ Strong small business participation
  - ✍ *Electronic review of requirements by small business specialists*
  - ✍ *Ability to easily set aside competitions for SB/8a/SDVOSB/HUBZone*
  - ✍ *Electronic review of actual subcontracting performance*
- ✍ Electronic, real time reporting and business intelligence
- ✍ Provides a comprehensive approach for navy transition to performance-based service contracting
- ✍ **Cross-pollination of navy-wide best practices and approaches**



# Program Results

	SeaPort	SeaPort-e	Total
Task Orders Awarded	186	225	411
Competition	185/186	225/225	410/411
Dollars Obligated	\$1.330B	\$0.302B	\$1.632B
Total Potential Value	\$6.221B	\$2.401B	\$8.622B

## ✍ Competition

- ✍ *SeaPort-e policy requires all SeaPort-e task orders to be awarded competitively*
  - ✍ Working to increase the level of competition achieved and reduce number of instances when only one bid is received

## ✍ Shortened acquisition timeline

- ✍ *Was 9-12 months, current average: SeaPort = 66 days, SeaPort-e = 67 days*
- ✍ *Monitoring cycle time, including interim milestones, by location*



# Savings Achieved

✍ SECNAV Efficiency and Effectiveness Study of March 2003 estimated cost savings through SeaPort at 7% - 10%

✍ *Primary Avenues:*

1. Valid vice illusory competition
2. Elimination of prior “Fee for Service” Tax (2% to 5%)
3. Rate Cap concessions derived through market leverage
4. Performance Based contracting creates opportunity to reduce costs via skill mix determination



# Seaport Savings Examples

✍ Savings are calculated on a task order basis by requiring codes:

<b><u>Description</u></b>	<b><u>Amount of Savings</u></b>	<b><u>Percent</u></b>
Systems Engineering	\$ 2,512,097	5.0%
Pre-Commission Support for a Ship	\$ 125,000	4.5%
Engineering Services	\$ 11,628,585	7.8%
CIO Services	\$ 11,755,136	9.1%
CHENG Engineering Services	\$ 15,569,867	22.6%
Program Management Services	\$ 18,698,950	19.9%
Program Management and Engineering Services	\$ 7,896,741	14.0%



# Small Business Participation

- ✍ Small business subcontracting reported by industry on-line
- ✍ Seaport (original):
  - ✍ *Prime awards: 41 of 186 (22%)*
  - ✍ *Percent of subcontract dollars obligations to small business concerns: goal: 35%, actual: 46%*
  - ✍ *Bottom line: percentage of total program dollar obligations to small business concerns at the prime and 1<sup>st</sup> tier subcontract level: 23.3% (\$272m)*
- ✍ Seaport-e:
  - ✍ *Prime awards: 91 of 225 (40%)*
  - ✍ *Percent of total dollar obligations to small business concerns at the prime level: goal: 33%, actual: 28%*
  - ✍ *Percent of total dollar obligations to small business concerns at the subcontract level : goal: 20%, actual: 21%*
  - ✍ *Bottom line: percentage of total program dollar obligations to small business concerns at the prime and 1<sup>st</sup> tier subcontract level: 37% (\$110.8m)*

Prime contract data as of 15 AUG, subcontract data as of 31 MAR



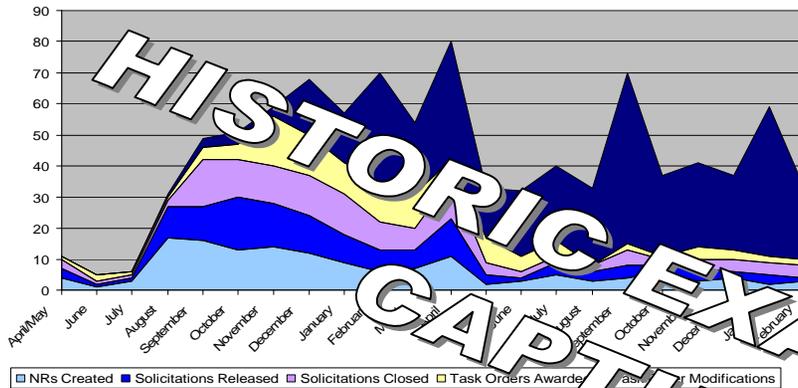
# Business Intelligence/ Metrics Captured

- ✍ System generated standard reports
  - ✍ *Numerous filters allow for drill down*
  - ✍ *Reports can be exported into Microsoft office format for further analysis*
- ✍ Data captured on:
  - Cycle time
  - Customer satisfaction
  - Task order performance Evaluations
  - Small Business participation
  - Workload
  - Dollars obligated
  - Expiring options
  - Cost reductions achieved

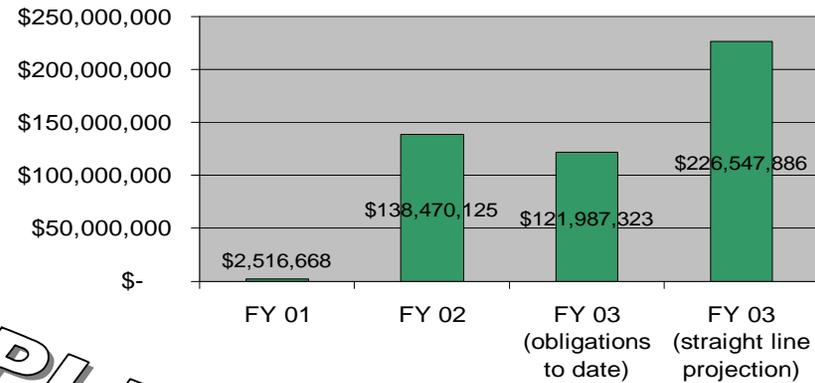


# Metrics

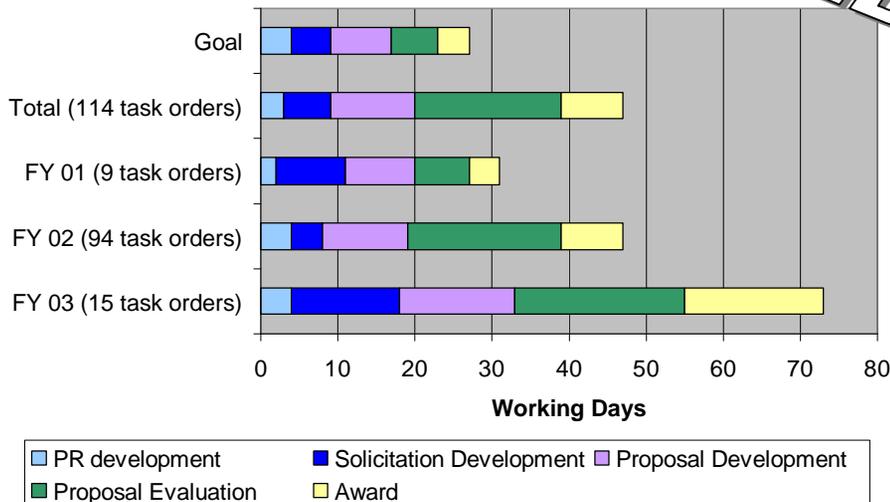
## SeaPort Workload



## SeaPort Dollars Obligated



## SeaPort Timeline



<b>MAC Contra</b>	<b>7/20</b>	<b>35.0%</b>
Small Business	7	35.0%
Large Business	13	65.0%
<b>Task Order</b>	<b>29/118</b>	<b>24.6%</b>
Small Business	29	24.6%
Large Business	89	75.4%
<b>Total Dollars Obligated to SB</b>	<b>\$ 37,145,938</b>	<b>14.1%</b>
FY 01/02	\$ 17,186,973	12.2%
FY 03	\$ 19,958,965	16.4%

\*includes one WOSB, one 8A



## Next Steps

- ✍ SPS Integration
- ✍ FPDS/NG Data Feed
- ✍ Integration with Financial Systems
  - ✍ *Feed long line of accounting into SeaPort*
- ✍ Additional information in industry notifications to allow easier screening/filtering
- ✍ Annual Rolling Admissions
  - ✍ *Contract length*



# SeaPort Strategy

## Striking a Balance

